



North Carolina District Review

U.S. Small Business Administration, 6302 Fairview Road, Suite 300, Charlotte, NC 28210
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SEPTEMBER, 2004

The *NC District Review* is available via e-mail or fax. To receive via e-mail, visit www.sba.gov and click on 'Other SBA Subscriptions.' To receive via fax, notify Cecelia Rolls by phone at 704-344-6810, by fax at 704-344-6769 or e-mail at cecelia.rolls@sba.gov.

MOST ACTIVE LENDER RANKINGS **FY 2004 YTD**

October 1, 2003 – August 31, 2004

LENDERS

	<u>7(a)</u>	<u>504</u>	<u>Total</u>	<u>\$ Amount Millions</u>
Large Banks				
1. Bank of America	269	6	275	\$9.6
2. Capital One	138	0	138	\$5.8
3. Innovative Bank	121	0	121	\$0.8
4. Wachovia Bank	64	2	66	\$29.7
5. First Citizens Bank & Trust Co.	43	18	61	\$12.5
Community Banks				
1. Bank of Granite	56	6	62	\$15.6
2. Surrey Bank & Trust Company	50	0	50	\$7.4
3. Fidelity Bank	16	3	19	\$3.8
4. Southern Bank & Trust Co.	18	1	19	\$2.2
Small Business Lending Companies				
1. CIT Small Business Lending Corporation	43	0	43	\$23.6
2. Self-Help Credit Union	34	0	34	\$3.0
Certified Development Companies				
1. Self-Help Ventures Fund		34	34	\$17.8
2. Centralina Development Corporation		27	27	\$11.5
3. Business Expansion Funding Corp.		26	26	\$10.4

NC DISTRICT OFFICE CELEBRATES BEST MONTH EVER, AGAIN!

For the third month in a row, the SBA North Carolina District Office guaranteed more loans than any previous month. During August 2004 **162** loans were approved. This breaks the record of 136 during July of 2004.

During the first eleven months of FY 2004, SBA approved **1,214 loans** in North Carolina. This represents a **43% increase** over the same period in of FY 2003.

NORTH CAROLINA MINORITY SMALL BUSINESS PERSON OF THE YEAR NAMED

David W. Baldwin, President of LTM, Inc., has been named the 2004 North Carolina Minority Small Business Person of the Year. The engineering firm headquartered in Havelock is being recognized for superior business achievements and outstanding commitment to federal procurement.

LTM, Inc. is an SBA 8(a) certified firm providing, engineering, logistic, conference, and information technology services to Department of Defense, Department of Energy, General Services Administration and various state agencies. Founded in 1993 with four employees, the firm entered the 8(a) program in April 1997. LTM, Inc. currently has 53 full-time employees.

“It is a pleasure to honor the Minority Small Business Person of the Year,” said SBA’s North Carolina District Director Lee Cornelison. “LTM is a clear example of our state’s best and brightest small businesses.”

The award will be presented at the 2004 Minority Enterprise Development Week luncheon at the Fayetteville Holiday Inn Bordeaux on September 16, 2004. The event is sponsored by Wachovia Bank.

NATIONAL 7(a) LENDER GUIDE AVAILABLE ONLINE

SBA’s new guide contains an overview of the 7(a) Loan Program for Lenders. It is intended to cover those aspects of the program of most interest to Lenders.

Sections cover topics such as: Eligibility, Closing, Servicing and Guaranty Purchase.

Chapter 3 has individual fact sheets on the various delivery methods of 7(a) loan processing, closing and servicing. In addition, there is a fact sheet on another SBA loan program specifically designed to finance long-term, fixed assets known as the 504 Program.

However, it is not meant to replace or supersede SBA statutes, regulations, standard operating procedures (SOPs), and official Agency notices, or to establish new policies or procedures. To the extent there is a conflict with this Guide, SBA statutes, regulations, SOPs, and official notices will control. To view the guide visit: <http://www.sba.gov/banking>.

LENDER RANKING LIST

Want to see how your bank/organization compares with other SBA lenders? See pages 5-7 for the comprehensive year-to-date loan summary by lender.

MONTHLY LENDER WORKSHOPS

The NC District Office will conduct **Lender Workshops** from 9:00 a.m. until 12:15 p.m. on the **second Wednesday of each month** at the **Charlotte, Raleigh, Wilmington and Asheville** offices. See below for upcoming dates.

The workshops focus on SBA Loan Programs and borrower eligibility. Walk-ins are welcome, but the presenter appreciates knowing in advance if you are planning to come. To register, call Celia Rolls at (704) 344-6810 for Charlotte, Ivan Hankins at (919) 851-1891 for the Raleigh Area, Mike Arriola at (828) 225-1844 for Asheville or Arline Brex at (910) 202-0494 for Wilmington.

Remaining 2004 Dates
October 13 December 8
November 10

REMINDER: SBA DAYS

If you have clients who would be interested in learning more about SBA's programs, they can schedule a 30 minute, one-on-one information session with an SBA Representative. Call to make an appointment at the following locations:

Sponsor	Location	Day	Hours	Phone Number
Watauga JobLink Center	Boone*	Second Thursday	10 a.m.-3 p.m.	828-265-5385
Cary Chamber	Cary	Third Wednesday	10 a.m.- 2 p.m.	919-467-1016
SBA	Charlotte	Fourth Tuesday	9 a.m. - 4 p.m.	704-344-6563
Gaston Co. Chamber	Gastonia	Second Tuesday	9 a.m. - 1 p.m.	704-864-2621
Greensboro Chamber	Greensboro	First Tuesday	10 a.m.- 2 p.m.	336-510-1234
Henderson Co. Chamber	Hendersonville	Third Friday	10 a.m.- 2 p.m.	828-692-1413
Catawba Co. Chamber	Hickory	Third Tuesday	10 a.m.- 2 p.m.	828-328-6000
Mooresville Chamber	Mooresville	First Thursday	9 a.m. - 2 p.m.	704-664-3898
Rowan Co. Chamber	Salisbury	Fourth Wednesday	9:30 a.m.-2 p.m.	704-633-4221

*No SBA Day on November 11, 2004

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ASHEVILLE & WESTERN NC

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Ivan Hankins	(919) 851-1891	ivan.hankins@sba.gov
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WILMINGTON & EASTERN NC

Arline Brex	(910) 202-0494	arline.brex@sba.gov
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SBA North Carolina District Loan Approvals October 1, 2003 - August 31, 2004

<u>Lender</u>	<u>#</u> <u>Loans</u>	<u>504</u> <u>Part.</u>	<u>Total</u>	
Bank of America	269	6	275	\$ 9,660,256
Capital One Federal Savings	138	0	138	\$ 5,830,000
Innovative Bank	121	0	121	\$ 821,000
Wachovia Bank	65	2	67	\$ 30,396,000
Bank of Granite	56	6	62	\$ 15,614,675
First Citizens Bank & Trust	43	18	61	\$ 12,550,145
Surrey Bank	50	0	50	\$ 7,473,200
CIT Small Business Lending	43	0	43	\$ 23,674,300
BB&T	33	7	40	\$ 16,026,000
Self-Help Credit Union	34	0	34	\$ 3,009,600
Fidelity Bank	16	3	19	\$ 3,807,200
Southern Bank & Trust	18	1	19	\$ 2,242,450
SouthTrust Bank	16	2	18	\$ 3,327,600
Bank of Stanly	15	0	15	\$ 2,063,000
Comerica Bank	15	0	15	\$ 8,254,400
Goleta National Bank	14	0	14	\$ 2,639,800
Business Loan Express, LLC	10	4	14	\$ 12,056,506
GE Capital	5	8	13	\$ 8,395,400
Central Carolina Bank	4	7	11	\$ 4,516,000
Community South Bank	11	0	11	\$ 9,114,000
Capital Bank	6	4	10	\$ 5,565,200
Sound Banking Company	10	0	10	\$ 1,000,600
First National Bank of Shelby	7	1	8	\$ 837,500
Bank of the Carolinas	6	0	6	\$ 1,218,776
California Bank & Trust	6	0	6	\$ 1,092,500
Carolina Bank	5	0	5	\$ 1,304,000
CNL Commercial Lending	5	0	5	\$ 2,156,200
First South Bank	5	0	5	\$ 1,600,000
Four Oaks Bank & Trust	5	0	5	\$ 1,059,600
RBC Centura	0	5	5	\$ 4,238,500
New Century Bank	4	1	5	\$ 2,345,000
Coastal Federal Bank	4	0	4	\$ 655,000
First Gaston Bank	4	0	4	\$ 645,000
FNB Southeast	2	2	4	\$ 1,078,000
Zions First National	0	4	4	\$ 5,193,356
Cardinal State Bank	3	0	3	\$ 360,000
First Bank	3	0	3	\$ 406,000
Mid Carolina Bank	0	3	3	\$ 1,718,800
First Community Bank	3	0	3	\$ 765,000
First National Bank & Trust Co.	2	1	3	\$ 1,262,250
Independence Bank	3	0	3	\$ 308,000
The Scottish Bank	2	1	3	\$ 515,500
Asheville Savings Bank	2	0	2	\$ 117,400
Cabarrus Bank & Trust	2	0	2	\$ 165,000
Catawba Valley Bank	2	0	2	\$ 525,000
Citizens Bank	1	1	2	\$ 2,389,100
Piedmont Bank	2	0	2	\$ 257,000
Southern Community Bank & Trust	2	0	2	\$ 300,000

**SBA North Carolina District Loan Approvals October 1, 2003 - August 31, 2004
(continued)**

SunTrust Bank	2	0	2	\$ 1,372,500
The Community Bank	2	0	2	\$ 359,520
The East Carolina Bank	2	0	2	\$ 375,000
Unizan Bank	2	0	2	\$ 2,666,000
Waccamaw Bank	1	1	2	\$ 1,546,000
Wells Fargo Bank	2	0	2	\$ 115,000
Paragon Commercial Bank	0	2	2	\$ 2,003,500
American Community Bank	0	2	2	\$ 419,325
Bank of Wilmington	0	2	2	\$ 838,098
Regions Bank	0	2	2	\$ 2,691,630
Security Savings Bank	0	2	2	\$ 1,877,500
Piedmont Bank	0	2	2	\$ 1,551,000
United Community Bank	0	2	2	\$ 1,303,350
American Express Centurion	1	0	1	\$ 15,000
First CIT Bank	1	0	1	\$ 70,000
Banco Popular	1	0	1	\$ 190,000
Bank of Asheville	1	0	1	\$ 87,000
Business Carolina, Inc.	1	0	1	\$ 132,000
Coastal Federal Credit Union	1	0	1	\$ 60,000
First National Bank SO	1	0	1	\$ 1,075,000
Gateway Bank	1	0	1	\$ 150,000
Macon Bank	1	0	1	\$ 125,000
Main Street Bank	1	0	1	\$ 1,025,000
Mechanics & Farmers Bank	1	0	1	\$ 76,500
Mutual Community Savings	1	0	1	\$ 150,000
National Cooperative Bank	1	0	1	\$ 700,000
Peoples Bank	1	0	1	\$ 500,000
Planters Bank	1	0	1	\$ 100,000
Randolph Bank & Trust	1	0	1	\$ 110,000
Stearns Bank	1	0	1	\$ 241,000
Sterling St. Bank	1	0	1	\$ 352,600
Temecula Valley Bank	1	0	1	\$ 1,721,200
The Heritage Bank	1	0	1	\$ 622,000
Unity Bank	1	0	1	\$ 720,000
Washington Mutual Bank	1	0	1	\$ 405,000
Bank of North Carolina	0	1	1	\$ 586,000
Carolina Commercial	0	1	1	\$ 482,500
Crescent State Bank	0	1	1	\$ 342,500
First Trust Bank	0	1	1	\$ 321,558
Lexington State Bank	0	1	1	\$ 413,958
PMC Capital	0	1	1	\$ 1,647,500
Springs Mortgage Corp.	0	1	1	\$ 362,500
-	1105	109		\$ 250,452,053

**SBA North Carolina District Loan Approvals October 1, 2003 - August 31, 2004
(continued)**

<u>CDC 504 Loans</u>				
Self-Help Ventures Fund	34		34	\$ 17,838,000
Centralina	27		27	\$ 11,546,000
Business Expansion Funding	26		26	\$ 10,463,000
Wilmington Industrial Dev.	6		6	\$ 2,646,000
Northwest Piedmont Dev.	5		5	\$ 1,984,000
Region D. Dev.	3		3	\$ 673,000
Smoky Mountain Dev.	3		3	\$ 1,345,000
Asheville-Buncombe	2		2	\$ 117,400
Neuse River Dev.	1		1	\$ 197,000
Region C Dev.	1		1	\$ 152,000
Region E Dev.	<u>1</u>		1	\$ 229,000
	109			\$ 47,190,400